

### **Question and Answer**

**Question 1:** There are quite a few manufacturers who make brocade compatible cables and transceivers. I can provide those, but not the Brocade specific stuff at the end of this request. Will you split the quote or consider partial responses?

**Answer :** No. This procurement is approved Brand Name Sole Source procurement for reasons stated in the Justification and Approval (J&A) attachment to the synopsis/solicitation. Additionally, buying from a single vendor solution would eliminate multi-vendor problems as a point of friction in the resolution of issues going forward. Having Brocade warranted equipment means having Brocade support when a product/system functionality issue arises.

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**Question 2:** There are ( ) couple extremely costly line items such as line item 7 for 40G-QSFP-LR4 . To provide these SFP's with a Brocade label on it, as opposed to exactly the same SFP manufactured by the same company Brocade uses will cost over \$150,000 more for the 44 SFP's requested.

This is similar to a couple other line items. In other words, to have a different "brand" of the same OEM SFP's could save the agency over \$1,000,000 on this procurement. That is enough to pay for a full time Brocade engineer on staff, and spares for the life of the equipment. The switch the SFP is plugged into doesn't know the difference.

Since the SFP adapters are exactly the same as the Brocade adapters minus the Brocade label, there is no issues in compatibility, and additional training, and no complex multi-vendor solutions, or additional knowledge. Therefore providing the OEM manufacturer SFPs instead of the Brocade labeled SFP's would not affect any of the concerns listed in the J&A.

Additionally since the SFPs are an independent component and does not affect the Brocade switch it is installed in Brocade can't withhold any warranty on the Brocade system it is plugged in to. It does not change or modify anything it is plugged into. The adapters also carry a lifetime warranty, and with the low failure rate, it is unlikely the additional spares would ever be used.

Lastly, the Brocade warranty on the Brocade components will not be affected. See the  
<<https://www.ftc.gov/tips-advice/business-center/guidance/businesspersons-gu>>  
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<<https://www.ftc.gov/tips-advice/business-center/guidance/businesspersons-guide-federal-warranty-law>>  
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"TIE-IN SALES" PROVISIONS, the Sherman Act, and Brocade's own terms and conditions.

**Answer:** See answer to question 1 above.

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